

Want Ads.,
Agriculture,
Commerce.

The Times

INDUSTRIAL SECTION

Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, AUGUST 11, 1912.

PRICE FIVE CENTS

REAL ESTATE AND BUILDING NEWS

Richmond's Real Estate
Exchange Is Ready for
Business It Opened For.

GOOD SALES MADE;
FUTURE IS BRIGHT

All the Agents See Signs of an
Unusually Active Autumn Busi-
ness—Activity Along the
Boulevard—New Bridge
Over Railway Tracks.
Notes of Interest.

The Richmond Real Estate Exchange is now in good shape for business. The splendidly arranged room at 1013 Main Street, under the supervision of Secretary Boykin, has been put in apple pie order, although much of the paraphernalia is yet to be installed. The big maps of the city, of Henrico and Chesterfield counties and of the State of Virginia, which are to adorn the walls and which are especially ordered, have not yet turned up, but it is expected that they will be in place this week. These maps are being made especially for the exchange. The large atlas, showing the location and ownership of all city property and also all of the suburban property have been put upon the tables. These atlases will be "edited" daily, and as soon as a piece of property in the city or in the suburbs changes hands the necessary transfers will be made on the atlas, and thus they will be made to give accurate information right up to the hour, thereby giving members of the exchange knowledge of every transfer of property about as soon as such transfer has been made. Several auction sales are soon to take place in the exchange, and the agents all over the city are looking forward to this innovation in the matter of "buying" and disposing of real estate in this city.

Good Business and Dull Business.

The situation in the real estate circles was a little mixed last week. Some of the agents say business was awfully dull, and in some respects it was, but nearly all of the agents had much work to do. There is always much work to do in a real estate office. If the average agent is not out making his sales he is busy winding up and putting the finishing touches on some deal that he has already made, or he is hustling like a housewife hanging future deals on the string, or he is as busy as a hen with thirteen chickens in the rental department of his office. And by the way, there is yet another great deal of activity in this department. There is very little activity in a Richmond real estate office when the average agent wants to play his best just to put somebody else at his desk and flee away to the mountains or to the seashore, or to the backwoods.

Quite a number of agents have been doing that very thing, and not a few of them are still away in pursuit of rest and recreation and likewise many of the speculators and plungers and investors are getting for the heavy work that all of them are looking for when the autumn season opens. For these reasons business was dull last week.

Some Sales That Are Reported.

Gibbons & Nuckolls have no complaints to make of August dullness, that is, not last week. They sold a little over \$50,000 worth of property, including 210 feet on the Boulevard for \$8,000; a lot on the Boulevard for \$2,500; thirty odd feet on West Grace, west of the Boulevard, for \$55 per foot; a Grace Street residence for \$5,000; a hundred feet on Monument Avenue, west of the Boulevard, for \$14,000; five houses in Scotts addition for \$9,000; a residence on West Grace, for \$1,000; and various other properties of smaller value.

Amos and Poindester Report Five Live Deals Aggregating about \$35,000.

Amos and Poindester report five live deals aggregating about \$35,000, consisting of one rather large sale and a whole lot of small ones all the way from Church Hill to the West End, but they were shy on particulars.

Charles A. Rose Co. Sold Some Good Hill Street Property in South Richmond.

Charles A. Rose Co. sold last week No. 1822 West Grace Street for \$11,000; Paul D. Howell was the purchaser. This firm also sold 24 feet of good ground on West Main Street, for which they obtained a mighty good price that they decline to divulge. Other properties they sold in a small way ran their total up to a little less than \$30,000.

Robinson & Phillips Made Some Good Sales Last Week, Among Them Thirty-Eight Feet on Brook Avenue for \$4,800, Twenty-Seven and a Half Feet on West Grace Street at \$150 per Foot, 250 Feet in Jefferson Garden near Glen Park for \$5,250, and Various Other Properties, Including Ninety-Five Feet in Westhampton for \$2,000.

W. M. Miller & Co. sold several homes, one on Grove Avenue for \$12,000, one on Allison Street for \$5,500, one on Park Avenue for \$7,500, and two on West Cary Street for \$4,200, making their total for home sales \$28,000, which they think was doing pretty well for a dull week in August and surely was.

Rupert & Sorensen sold a Park Avenue residence for \$7,000, several small houses in various sections and some lots in the West End, making their sales aggregate about \$15,000.

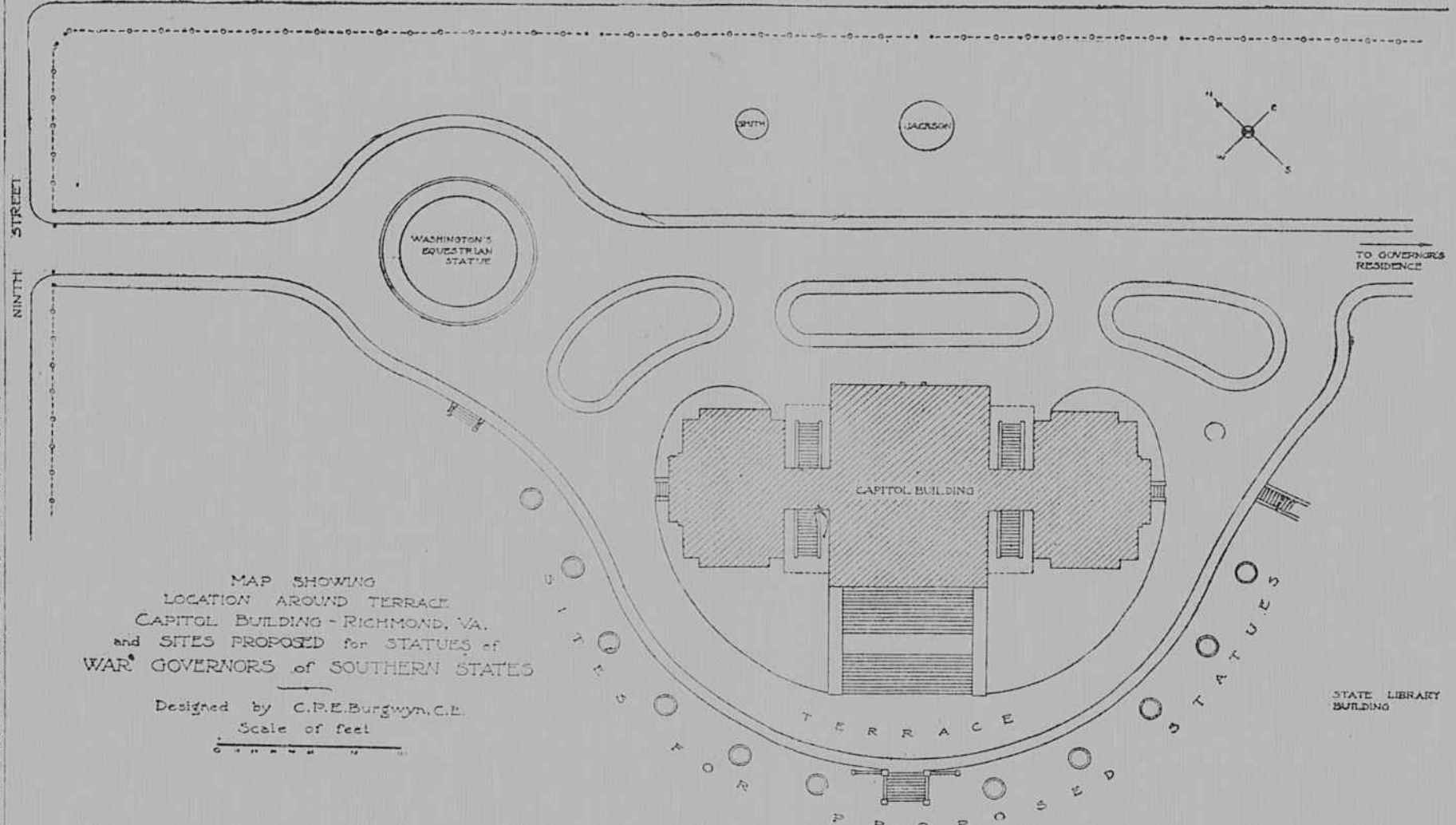
A. Glance Ahead.

J. Thompson Brown & Co., Pollard

(Continued on Fifth Page.)

MAKE VIRGINIA'S CAPITOL STILL MORE HISTORIC

CAPITOL STREET



STOP ACCIDENTS ON THE RAILWAYS

General Manager of a Great
Road Tells How to
Avoid Wrecks.

MUST ENFORCE DISCIPLINE

New Doctrine as to "Accident"
Publicity—Study for Cor-
poration Commissions.

The Illinois Central Railway has done more in the last several years to reduce the number of accidents on its lines than any other road in the country. Perhaps the percentage of deaths on the rail on that line for the year 1911 being the smallest of any road of like trackage. W. L. Park, the vice-president and general manager of that line, has written to the Railway Age Gazette a long letter on the subject of accident prevention, and he thinks strict through discipline, strict rules, and what is still more important, the faithful and invariable enforcement of those rules will materially reduce the number of accidents on any road. All the roads have rules enough, but they are not enforced, Mr. Park says.

"The excuse that rules are provided which, if lived up to, will prevent accidents will not satisfy the public. The employees themselves are the very first ones to offer the excuse, in case of accident, that such-and-such a rule was a dead letter—had been repeatedly violated with the knowledge of officials; that they are compelled to take shortcuts to make the schedules; that they have frequently run fast in fog and have not been called down for it; that, therefore, the rule requiring them to stop or slow up when they cannot see signals plainly is not intended to be enforced, etc."

Any man who has served on a corporation's jury in these parts on an accident resulting in one or more deaths knows how true that is.

What Are Accidents?

Mr. Park divides the causes of accidents into two general classes, "the avoidable and unavoidable," and he declares that there are very few belonging to the latter class, and that all of the former are amenable to the rules in some way or another. "Human fallibility," says Mr. Park, "is responsible for much of the greater number of our accidents, according to the statistics of the Interstate Commerce Commission. This fact, however, was well known by railway men before the proof was made available through the government bureau. It matters not to what extent our railways are provided with safety appliances, there will yet remain a dependence upon the efficiency of those who use them to some extent."

Rules and Discipline.

After referring to the vast improvements in railways in the way of superior tracks, iron bridges in the place of cheap wooden structures, etc., and the introduction of safety appliances that were unknown a quarter of a century ago, Mr. Park says: "All managers want the best discipline of this there can be no question. The problem is, therefore, 'What constitutes good discipline, and how may it be obtained?' In my opinion, the definition of good discipline would be:

"First—Certain well-defined rules, thoroughly understood by all alike, by those who use them and those who supervise their use.

"Second—Intelligent and consistent

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GRASS CULTURE IN VIRGINIA SOILS

How to Prepare Land and Use
Lime to Make Grasses
Grow.

Burkeville, Va., August 10.—The following circular letter from the office of the State Agent for Farmers' Co-operative Demonstration Work fully explains itself.

Most of the Virginia lands need lime to counteract the acidity of the soil. We cannot expect grass to grow on acid soils. There are a great many different soils in Virginia. The clay soil which we find all over the State will produce fine grass if judiciously handled.

Through preparation of the land, intelligent fertilization and the proper time for seeding are essential to success. Plow the land just as quickly as possible, disking to fine, then seed broadcast, using two tons of ground limestone to the acre broadcast and disking this in thoroughly both ways. The seed should be in the ground just as early in August as possible.

(The importance of a fine, deep seed bed cannot be too strongly emphasized, also the proper fertilization and the careful selection of seed from responsible parties.)

Four hundred pounds of pure raw-bone and 300 pounds of 16 per cent acid phosphate should be applied broadcast to the acre. Seed twenty-five quarts of the following mixture to the acre: Nine quarts of herds grass, nine quarts of timothy, five quarts of sapling clover, two quarts of alfalfa. (The alfalfa seed is simply for the purpose of inoculation.)

It is best to apply the fertilizer with a drill using 250 pounds of raw-bone and 250 pounds of 16 per cent acid phosphate. This method also applies to the seed, as none of the drills I have ever seen will distribute twenty-five quarts of seed or 500 pounds of fertilizer to the acre while going over the land once.

After the seed are in, harrow both ways with a fine-tooth harrow. Then finish by rolling. Grass seed should be in by the 10th of August if it is possible. The following November or December broadcast four or five tons of manure to the acre. It is best to use a manure spreader, but if you haven't one available scatter thinly from a wagon. If you have no manure, apply broadcast 350 pounds of pure dissolved raw-bone and 100 pounds of nitrate of soda to the acre as soon as the frost is out of the ground in the spring.

Pure raw-bone is used for the grass crop because it gives results and the land increases in fertility each year.

T. O. SANDY.

State Agent, Burkeville, Va.

Approved: J. A. EVANS.

Acting Special Agent-in-Charge.

RAILWAY EXTENSIONS.

Bird S. Coler's Road in North Carolina

Greensboro Will Call His Hand.

Greensboro, N. C., August 10.—Bird S. Coler, of New York, who is interested in the Carolina and Yadkin River (formerly the Piedmont) Railroad, operating between Greensboro and Thomasville, N. C., twenty-one miles, is reported as saying that an extension to Greensboro would be considered if proper inducements from this city are tendered.

Just what Mr. Coler will consider "proper inducements" no one knows, but Greensboro is wide-awake, and will meet him halfway any day.

Contract has been awarded for an extension of nine miles of this line from Greensboro to High Rock, on the Winston-Salem Railroad, to connect with that line. An extension from Thomasville to High Point, in the other direction, is contemplated. It is proposed to build the extension and also to rebuild the existing road with eighty-pound rails.

GROWING ALFALFA IN OLD VIRGINIA

State Agent for Farm Demon-
stration Work Explains How
to Go About It.

The Governor of the State has issued a proclamation with reference to the growing of grass and alfalfa, setting about next Friday as grass day in Virginia. The office of the Farmers' Co-operative Demonstration Work of the United States Department of Agriculture is anxious to assist the Governor in every way possible, and to that end T. O. Sandy, the vigorous State agent, has also issued a "proclamation" showing how to grow alfalfa in Virginia. It reads as follows:

Burkeville, Va., August 10.—Take any virginia land that is well-raimed and has a good deal of humus in it (this humus may be gotten by plowing under crimson clover or red clover during the spring or summer). This is an ideal way of getting humus. Plow the land as quickly as possible, disking into the soil two tons of ground limestone to the acre, making a fine, deep seed bed. Apply 300 pounds of 16 per cent acid phosphate and 300 pounds of pure raw-bone to the acre, disking again to thoroughly mix the fertilizer with the soil.

For inoculation get four or five hundred pounds of soil from a field which has successfully grown alfalfa or sweet clover and spread evenly over each acre. This should be done late in the afternoon and harrowed in immediately before the sun strikes it, as the heat kills the bacteria.

Seed twenty-five pounds of alfalfa and eight pounds of red clover to the acre, using 250 pounds of raw-bone and 250 pounds of 16 per cent acid phosphate in order to get the seed in uniformly, follow with a roller both ways.

A light top dressing of barnyard manure applied from November 1 to January 1 will take care of the young alfalfa during the freezing and thawing winter period.

T. O. SANDY.

State Agent.

Approved: J. A. EVANS.

Acting Special Agent-in-Charge.

NEW RAILWAY EQUIPMENT.

Virginia Roads in the Markets for Cars,

Rails and Other Things.

The Southern Railway has placed a notice to secure equipment mortgage for \$1,000,000, covering 1,000 box cars, 200 steel hopper cars, 100 steel passenger cars, each seventy feet long, seven combination passenger and baggage cars, each seventy feet long, twenty-five cabooses, twenty locomotives, two working cranes, three express cars and baggage cars. This equipment was ordered during the last two or three months.

The Virginia Railway has placed its order for 200 steel hopper cars with the Pressed Steel Car Company, of Pittsburgh. The road is still reported in the market for many passenger cars.

The Southern Railway has filed an equipment mortgage covering cars and engines recently ordered. These thirty Mikado locomotives, fifteen Pacific locomotives, twenty steel-frame passenger cars, five steel-frame baggage cars, five steel-frame baggage cars, six steel-frame dining cars, 25 steel under-frame ventilated box cars, 10 steel under-frame automobile cars, and 100 steel flat cars, the latter of fifty tons capacity and the box cars of thirty tons capacity.

Tobacco Shares Go High.

Holders of the old American Tobacco common stock, who have kept all the stock of the subsidiary companies that were allotted to them and exercised their rights (and some who are in Richmond), have had a remarkable increase in the value of their holdings. Based on the approximate present value of the various subsidiary companies, American Tobacco common stockholders, including rights, have a present market value of \$12 a share. This is an increase of 100 per cent from the low price of 1911, when the stock sold at \$20.

It is an increase of 84 per cent from the price of 1911, when it sold around \$20.

December 30, 1911, when it sold around \$20.

SHALL RICHMOND HAVE BUGGY PLANT

Facts Furnished by a Man Who
Knows What He Talks
About.

"Traveling Salesman" a citizen of Richmond, writes the industrial editor a letter which speaks for itself. It is as follows:

"What has become of the projected buggy-making company that was being talked about in your columns some time since? I hope the idea has not been abandoned. A buggy factory of huge dimensions would be a great thing for this city. I am sure if the people of Richmond only knew the vast number of buggies that are being built in the smaller towns of Virginia, North and South Carolina and Georgia they would be surprised.

The writer, a traveling salesman in the buggy material line, and who has the interest of Richmond at heart, has been calling on the buggy factory located in the above named States for several years, and knowing of the wonderful strides that have been made in the South in this line of industry, is especially anxious to see in Richmond the largest buggy manufacturing plant in all the South. I know it would be a fine paying investment of the money of capitalists, and would give employment to a large body of skilled workmen. I am sure that if the men of means of Richmond had an idea of the number of successful buggy factories now in operation in the States I have named and how many buggies they turn out and readily sell and the good profits that are made they would be astonished, and probably would not hesitate to take some interest in a big factory for Richmond.

"At Franklin, Va., there are two large factories, there are two in Suffolk, one extra large one in Norfolk, and extra large one in Lynchburg, two large ones in South Boston, three in Henderson, N. C., two in Oxford, one in Durham, one in Wilson, one in Kinston, one at High Point, one in Goldsboro, one in Greenville, one in Roanokeville, one in Greensboro and one in Washington.

"In South Carolina there is a very large factory at Rock Hill and quite a large one at Aiken. In Atlanta, Ga., there are four and at Barnesville, in the same State, there are two. There are others I could name farther in down South, and those I have named turn out from 3,000 to 7,000 jobs per year, and sell them readily.

"I have never heard of the failure of a buggy factory in the South, except in one instance, and that factory made good money on buggies, but lost out in an effort to make automobiles. If our Chamber of Commerce would take hold of this matter and push it through, it would do the best thing for Richmond that has come to pass in a decade or two.

"Let us all get together and have in Richmond the biggest buggy-making plant in all the South."

Telegraph Men Insured.

Over 20,000 employees of the Western Union Telegraph Company and the American Telegraph and Telephone Company are to become, without expense to themselves, beneficiaries in a life, accident and disability insurance project which Theodore N. Vail, president of these companies, will put into operation this fall. The two companies are automatically to insure their workers after a short term of continuous service. There are more than 20,000 persons at work for the corporations of which I am the active head, and I purpose to aid in the establishment of an effort to make automobiles.

The prospect of want unknown among them, says Vail. "This can be done without loss to the employees who gain infinitely in the improved quality and greater quantity of service which the contented employee renders."

COUNTY FAIR AND ITS ADVANTAGES

President Finley, of Southern
Railway, Writes on the Sub-
ject by Request.

FARMERS MUST CO-OPERATE

Increased Acreage Yields Per
Acre—Acute Problem That
Must Be Solved.

The president of a county fair association in one of the wide-awake counties traversed by the Southern Railway asked the president of that road to write an article for publication on the advantages and benefits of the county fair.

President W. W. Finley promptly complied with the request, for the fair can be made a most important factor in the progress and development of the locality in which it is held.

Mr. Finley's article is as follows: At the county fair the visitor sees what his own neighbors are doing where the conditions of climate and soils are similar to those on his own farm. The men who have attained the prizes are known to him. He can talk with them, visit their farms, and learn just how they have succeeded. A county fair thus becomes a most efficient educational institution. This is especially true where, as at some of the fairs in the Southeastern States, lectures are delivered by experts in different branches of agriculture, horticulture, live stock raising and dairymaking. Their business features, in connection with a fair, are of increasing importance. I believe that the fair should be subordinated and that the primary aim of the fair should be educational value to the farmer in aiding him to solve his practical problems.

An Absolute Necessity.

As a result of the study which I have given to agricultural conditions on the Southern Railway in connection with the work for farm improvement being carried on by the Southern Railway Company, I have become convinced that the most important problem confronting the farmers of our section at this time is that of increasing their average yields per acre. This may be said to be an all inclusive problem, for it involves not only cultivation methods, but questions as to the rotation of crops, as to the best results as to raising live stock for manure as well as for direct profit, and as to the proper use of the right kind of fertilizers and the application of lime to soil needing a lime treatment.

We have just reached the time in the United States when this problem of increasing average yields per acre is becoming acute. With the growth of population, demand for farm products of all kinds is increasing, and there are no longer vast areas of productive lands in the West open to farm settlement. The growing demand must be met in the larger measure than heretofore by the farmers of the older States, and there is no section which, by its geographical relation to the consuming centers and climatic and soil conditions, is better situated to profit by this condition than the Southeastern States.

Telling How You Did It.

The county fair can be made a most efficient agency in the solution of the problem of increasing the yields of our Southeastern soils. As a means to this end I would suggest to the managers of these fairs to their exhibitors to attach placards giving the most complete information practicable as to the conditions under which they were produced. For example, the educational value of a corn exhibit would be much increased if it should be accompanied by a placard stating the rotation of crops in which the corn had been grown, describing concisely the character of soil and the methods by which

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PROPOSITION FOR REAL HALL OF FAME

Confederate War Govern-
ors in Stone to Guard
Old Capitol.

THE STATE SOLONS IGNORED MATTER

Patriotic Proposition Viewed
From an Industrial Standpoint.
Not Too Late to Act—Let
the Good Women Take Up
Proposition—Richmond
Would Help.

BY FRANK S. WOODSON.

Anything that adds to the beauty and attractiveness of Richmond reflects to the commercial and industrial advantages of Richmond, and anything that adds to the historical and industrial greatness of Richmond increases the industrial and commercial activities of all of Virginia.

Richmond is rich in historical interest, and anything that adds to its wealth of historical interest will inevitably add to its industrial and commercial development, and Richmond cannot advance industrially and commercially without adding to the industrial and commercial development of all parts of the State.

Hence it is that the proposition that was mildly set forth two or three years ago to increase and enlarge the historical interest that hangs about the grand old Capitol Building and grounds in the heart of Richmond may be considered from an industrial standpoint as well as from a patriotic and sentimental view.

An Indifferent Legislature.

I refer to the proposition made by Colonel C. P. E. Burgwyn to have the statues of the "War Governors" of the several States composing the Southern Confederacy placed along the terrace on the southern side of the State Capitol Building. Colonel Burgwyn conceived this idea of the statues in the engineering some years ago in the Capitol grounds, made necessary by the improvements to be made to the same after the completion of the two new wings to the Capitol.

Just when the Legislature of Virginia turned a deaf ear to the suggestion, no one can tell, for the whole project, as outlined by Colonel Burgwyn, would not have cost the State as much as \$500.

Probably the only cost, so far as the statues are concerned, in a semicircular group about the terrace, the cost would be that of removing the statue of Governor Smith from its present position on the Capitol Street side of the grounds to a position in the group on the terrace, and there are plenty of citizens in Richmond who would be glad to pay that cost from their private purse. One member of the Legislature has told me that the only reason the matter was not considered at the last session of the Legislature was that the members had so many other things to do, and yet the records do not show that the Legislature having much that was worth the doing.

History of the Proposition.

Very few people, perhaps, know anything of the history of the conception of the statues of the Confederate War Governors, of enlisting the historical interest of the Confederate Capitol, and so for general information I applied to Colonel Burgwyn for that history. He gave it to me in an interesting interview as follows, as well as I was able to take it down.

In 1905, I was engaged on the work of the improvement of the Capitol Square, staking out the alignment of the roads, marking the grades, locating the drainage system, etc., and while doing this work the idea of surrounding the Capitol Building with some sort of embellishment which would not detract from the historical architectural proportions, but would add a pleasing feature to the barrenness of the terrace surrounding it, appealed to me powerfully. The planting of trees evidently would not produce the desired effect.

After Thinking Over the Matter.

"After thinking over the matter a great number of times and picturing the various phases of landscape treatment, the following evolved itself as a suitable solution of the problem:

"First—Round the outside line of the terrace facing the Capitol, on the southern side of the Capitol Building, with a series of statues of the War Governors of those States which formed the Southern Confederacy. These statues to be about the size of the present statue of Governor Smith, and to be placed facing the building, forming a semicircular group about the hall of fame. It appears to be more and more proper that those States, who at one time sent their armies to defend the bulwark Commonwealth, should now send their memorials to embellish its Capitol.

"Second—Construct a noble flight of steps from Bank Street up the hill direct to the building, interspersed with level plateaus at such points as would accentuate the artistic effect, these steps to be ornamented by statues representative of the four periods of Virginia history—the Colonial, Colonial, Revolutionary, Modern.

"Third—Open a wide vista from one end of the Square to the other along the axis of Franklin Street prolonged.

"Fourth—At the intersection of this vista, with the flight of steps previously mentioned, and upon one of the level plateaus, erect a monument commemorative of the characteristics displayed by the heroic women of the period of the Southern Confederacy.

Open Air Hall of Fame.

"Of course, it would be necessary for the State of Virginia, such as idea were carried out in its entirety, but at the same time, it would be highly proper that those States whose War Governors were to be placed in this Hall of Fame, as it were, should contribute the statues of their Gov-

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